U.S. AIR FORCE

Training Systems Product Group (TSPG) Training Systems Acquisition (TSA)

23 May 06

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Report Documentation Page

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Training Systems Acquisition (TSA) Overview

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- **TSA Program Introduction**
- **TSA II Status & Planned Actions**
- **TSA III**
  - **Acquisition Strategy**
  - **Small Business**
- **TSA II Points of Contact**

Introduction

Training Systems Acquisition (TSA) Introduction

- **TSA is a Contracting Approach to Training Systems Acquisition.**
- **<u>TSPG's "Vehicle of Choice"</u>**
  - **ASC/CC policy letter, 5 Jun 05**
- **The Contract Provides ready access to Large and Small Businesses Specializing in Air Force Training Systems Primarily Supporting Wright Patterson AFB OH and Hill AFB UT Acquisition Programs**

Training Systems Acquisition (TSA) Contractors

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TSA I

- Boeing/McDonnell Douglas
- ECC International Corporation
- Lockheed Martin Information Systems
- NLX Corporation
- Raytheon

TSA II

- AAI Engineering Support, Inc
- CAE USA, Inc.
- L-3 Communication
- Lockheed Martin Info Systems
- McDonnell Douglas (Boeing)
- Flight Safety Services Corp
- Karta Technologies
- ECC International (Cubic)
- LB&B Associates
- NLX Corporation (Rockwell)
- Sytronics, Inc.

Training Systems Acquisition (TSA) Introduction

- **Advantages of using TSA**
  - **Shorten Cycle Time/Reduce Work Required to get on Contract**
  - **Improve Cross-Organizational Management of Programs for Common Customers**
  - **Accommodate Long Periods of Performance for Sustainment Tasks**
  - **Provide Flexibility in Accepting Fallout Funds & Meeting Customer's Emerging Requirements**

Training Systems Acquisition (TSA) Road Map

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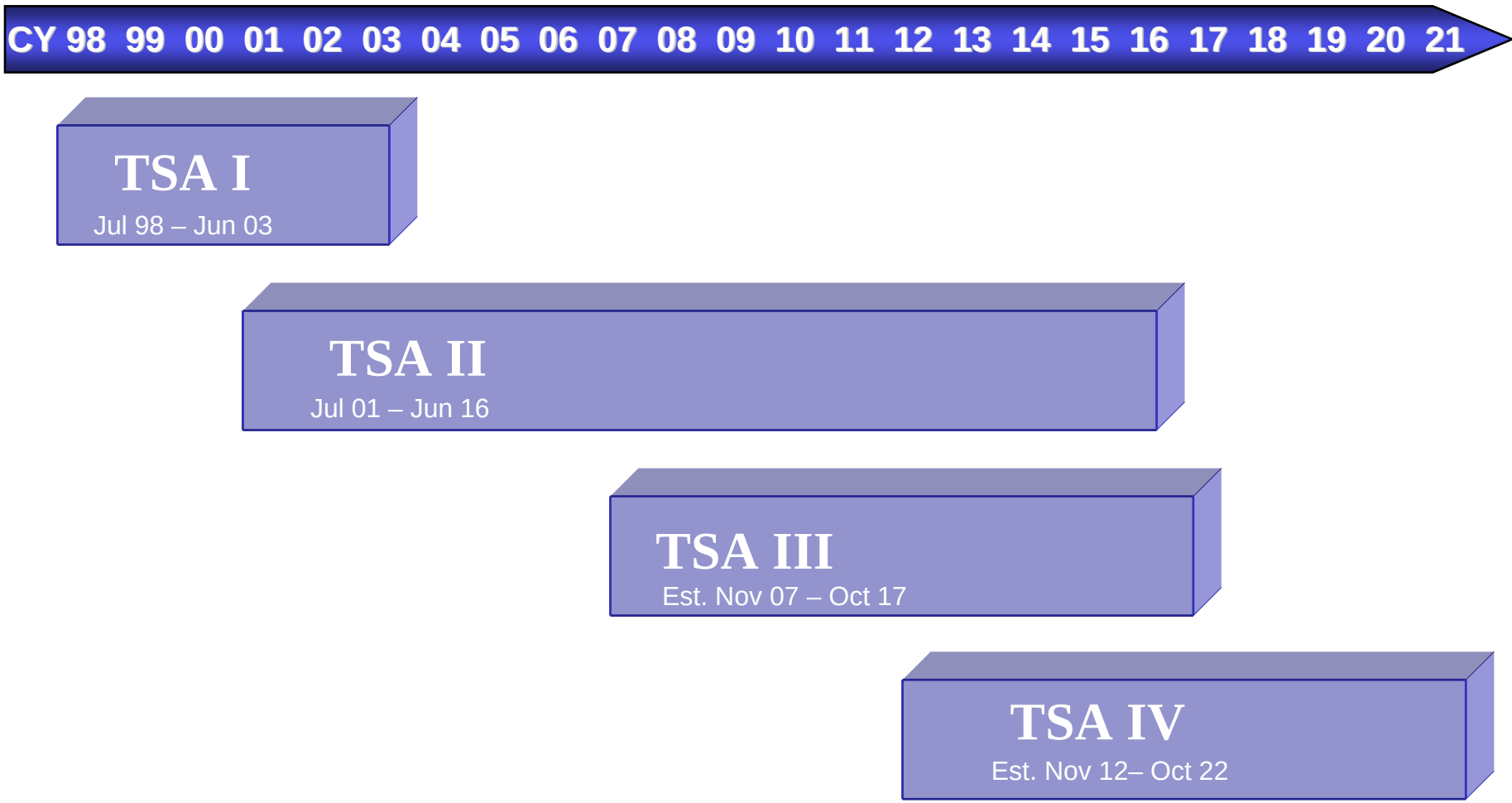

TSA II Basic Contract

Description: Indefinite Delivery/Indefinite Quantity

Contract Types: Most Contract Types Available, FAR Part 12 and 15

Contract Value: $3B Aggregated Program

Period of Performance: Jul 01 - Jun 16 (Individual Orders limited to 10 Years)

Scope of Effort: Design, Development, Test, Production, Modifications, Upgrade, Delivery & Sustainment of Training Systems Including FMS, but not A&AS

For additional TSA II information go to PIXS website (when available)
http://www.pixs.wpafb.af.mil/pixslibr/TSAT/TSAT.htm or
http://contracting.hill.af.mil/contractingmain.asp

TSA II Basic Contract

- **Task Order Selection Process**
  - **All contractors pre-qualified, RFP should only request information pertinent to making determination on completion of task, limit contractor proposal pages**
  - **Except for past performance and cost, TSA II user's will *only* evaluate contractor's approach to meeting requirements of RFP**
  - **Evaluation criteria must be limited, concentrating solely on key discriminators unique to particular task order**

Goal: Streamline evaluation process to award

TSA II Basic Contract

Contractors Have Adequate Processes For:

- Systems Engineering
- Subcontract Mgmt.
- Program Management
- Test & Evaluation
- HW/SW Integration
- Change control/management
- Concurrency Control
- Configuration control/management
- Baseline Management
- Visual/sensor database generation/integration
- Quality control
- SW design, development, test, integration and quality control
- Hardware design
- Fabrication
- Contractor Evaluation, Verification & Test (CEVT)

(Evaluated during TSA II Source Selection)

TSA II Basic Contract

Contractors Have Adequate Ability To:

- Provide operations, support, maintenance, and disposal of deployed training systems
- Conduct Training System Requirements Analyses (TSRAs)
- Develop/provide & maintain software documentation
- Provide qualified personnel
- Establish entry/exit criteria
- Integrate training technologies as appropriate
- Develop test/certification procedures
- Provide requirements tracking and traceability
- Develop/acquire, manage, track, and update source data
- Develop and integrate electronic signal environments
- Conduct operations in an IPT environment
- Provide appropriate government insight

(Evaluated during TSA II Source Selection)

TSA II Status & Planned Action

Training Systems Acquisition II

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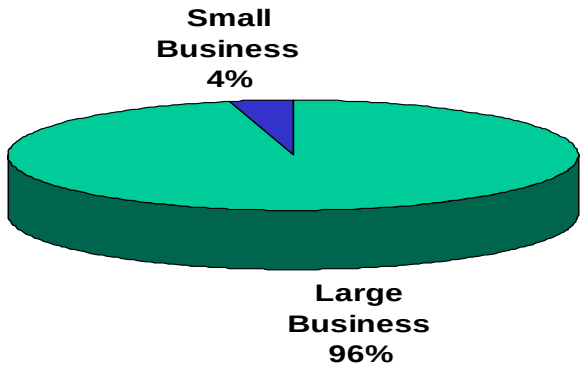
Large Vs. Small Business Awards ($)



Large Business

- **AAI**
- **Lockheed**
- **Rockwell**
- **Boeing**
- **L3**
- **Flight Safety**
- **CAE**

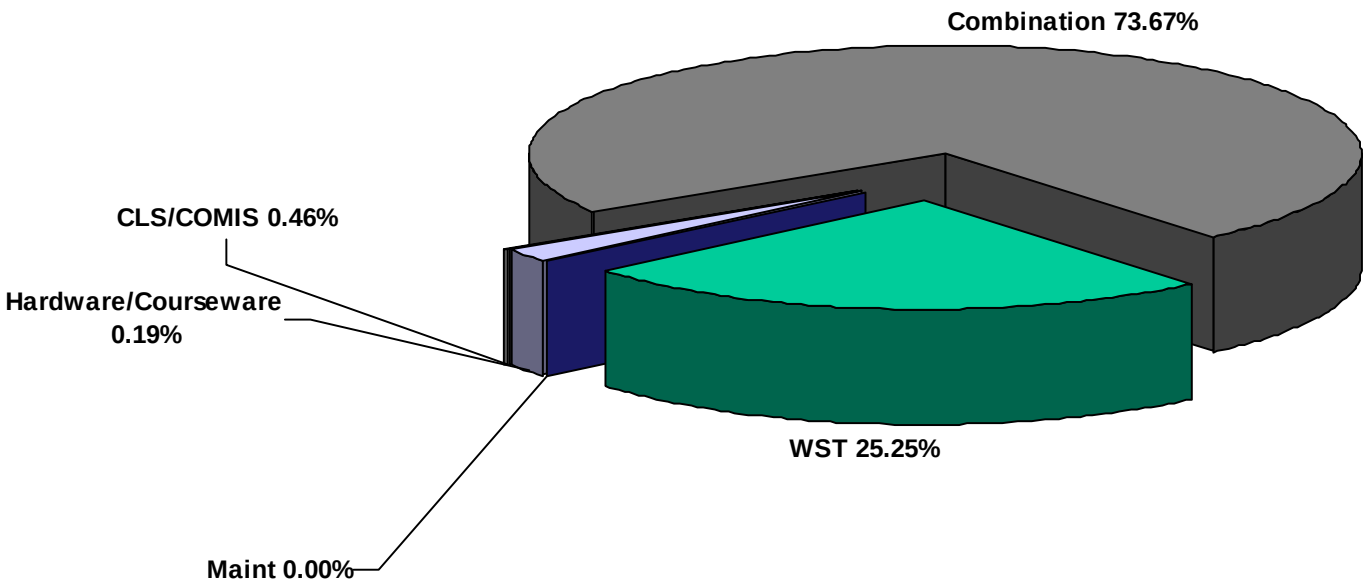
Small Business

- **Sytronics**
- **NLX (Rockwell)***
- **ECC (Cubic)***
- **Karta**
- **LB&B***

ASC SB Goal is 4.56%

*Small Business at award

Types of Work



Note: Combination is WST, Maint, CLS/COMIS and Hardware/Courseware

Training Systems Acquisition II

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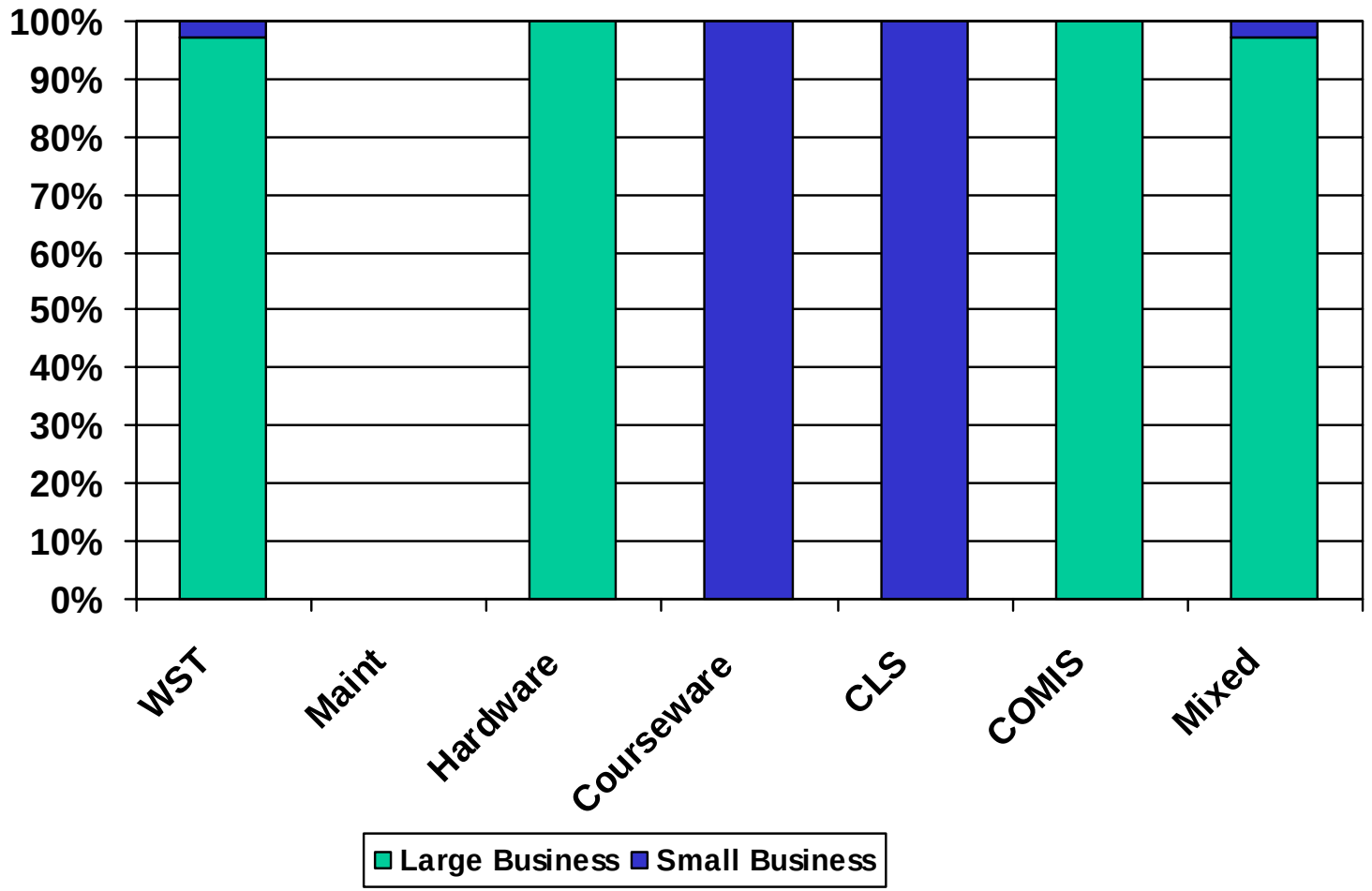
Types of work performed by large vs. small business



Training Systems Acquisition II Ceiling Status

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- **Ceiling Reserve Programs to be Awarded**
  - **FY 06**
    - **HC-130P Ogden RFP: May 06**
    - **ATARS Ogden RFP: Apr 06**
    - **F-16 MSAMT FMS WP RFP: TOPS**
    - **C-5 MTD CLS Ogden RFP: May 06**
    - **KC-10 ATS Ogden RFP: Mar 06**
    - **KC-135 ECP-70 Ogden RFP: Sole Source**
    - **T-38C ATD CLS Ogden RFP: May 06**

Training Systems Acquisition II Ceiling Status

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- **Ceiling Reserve Programs to be Awarded (Con't)**
  - **FY08**
    - **KC-135 ATS Ogden RFP: May 07**
    - **C-130 LGT Ogden RFP: Oct 07**
- **Approximately $228M Ceiling Remains**

Training Systems Acquisition II Ceiling Issues/Concerns

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- **Ceiling may exhaust before TSA III Nov 2007 contract award**
- **Risk Mitigation - Manage ceiling priorities**
  1. **Maintain current customers/programs**
  2. **TSA I "Follow-On" customers/programs with ceiling**
  3. **New, Non-TSA customers with ceiling**
  4. **USAF – Sole Source**
  5. **FMS – Sole Source**
  6. **Non TSPG Programs**

Some pgms may be required to do full and open competition

TSA III – Acquisition Strategy

TSA III Acquisition Schedule

- **TSA III Contract delayed – Apr 06 to Nov 07**
- **Overlapping contract end dates**
  - **–TSA II - 15 yr Period of Performance**
  - **–TSA III - 10 yr Period of Performance**
- **Restored ceiling reserve on TSA II**
- **Improve opportunities for TSA III strategy**

TSA III Strategy

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- **Administration & Management Process/Procedures will Mirror TSA II**
- **Projected TSA III Ceiling Range at least comparable to TSA II**
- **Small Business Strategy – discussed later**
- **TSA III Acquisition Key Dates**
  - Draft RFP to Industry – 30 Oct 06
  - Industry Days – Dec 06 (tentatively @ I/ITSEC)
  - Final RFP Release – 1 Mar 07
  - Contract Award – 15 Nov 07

Dates tentative

TSA III Acquisition Schedule

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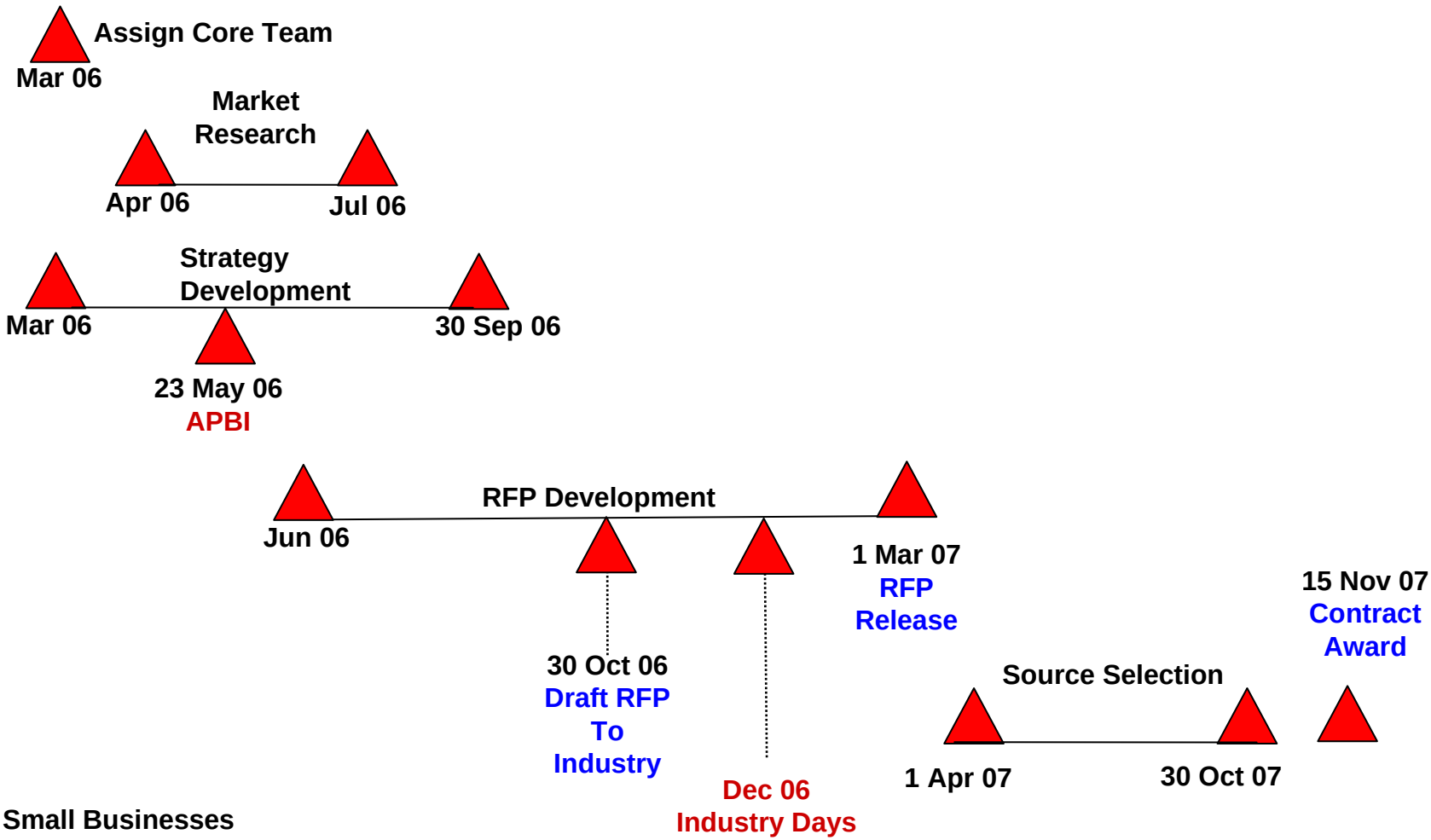

SB – Small Businesses
APBI – Advanced Planning Briefing to Industry

TSA III – Small Business Strategy

Three Possible Strategies

- **Separate requirements for TSA III partial set-aside**
- **SB set-aside requirements outside TSA III**
- **Use existing TSA II strategy with internal process improvements**

TSA III Small Business Strategy

- **Separate requirements - TSA III set-aside**
  - **Set-aside key areas in which SB excels**
  - **Large business doesn't compete for SB tasks**
  - **Subcontracting goals for large businesses**
  - **Does not preclude SB bidding on full & open part of TSA III source selection**
  - **Lower initial B&P compared to bidding on full set of requirements**

- **Challenges**
  - **Defining specific requirements to set aside**
  - **Creates a more complex source selection**

TSA III Small Business Strategy

- **SB procurements outside TSA III**
  - **SB set-asides outside scope of TSA III**
  - **SB procurements on stand-alone basis**
  - **Opportunities for new SBs to participate**
  - **No large upfront B&P investment for SB**
  - **Subcontracting goals for TSA large businesses**
  - **Does not preclude SB bidding on TSA III**

- **Challenge**
  - **Lose efficient delivery order process for SB**

TSA III Small Business Strategy

- **Use existing TSA II strategy**
  - **Full & open w/ partial SB set-aside**
  - **Same requirements for large & small business**
  - **Include process improvements based on TSA II lessons learned**

- **Challenge**
  - **More upfront B&P investment for SB than with other two strategies**

TSA III Order Award Process

- **Streamlining Order Selection Process**
  - **Feedback from TSA II**
  - **Strategies for improvement on TSA III**

- **Past Performance**
  - **Evaluating past performance in order selections**
  - **Feedback and TSA III ideas**

TSA III Order Award Process

- **Feedback on TSA II Order Process**
  - **Excessive length & scope of selection process**
  - **Repeats original TSA II source selection**
  - **Drives excessive proposal size**
  - **TSA II processes not properly followed**

- **Key TSA II User's Guide Requirements**
  - **Goal to award 30-60 days from RFP**
  - **Must not duplicate original source selection**
  - **Proposal size kept to minimum**
  - **Concentrate *solely* on key discriminators**

TSA III Order Award Process

Improving TSA III Order Award Process

- More thorough training of users
- Standardized templates for order RFPs
- Exploring other ideas w/ ASC Acquisition Center of Excellence
- Inputs from industry

TSA III Order Award Process

- **Feedback - TSA II Past Performance Process**
  - **Concerns over inability to consider non-TSA past performance for order award decision**
  - **Changes in non-TSA performance after TSA award**

- **Possible Strategies for TSA III**
  - **Request updated non-TSA past performance for order award decisions**
    - Mindful of order award streamlining efforts
  - **TSA III team evaluates updated past performance annually & when basic contract options exercised**

Training Systems Acquisition (TSA) Points of Contracts

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For additional TSA II information go to PIXS website (when available)
http://www.pixs.wpafb.af.mil/pixslibr/TSAT/TSAT.htm or
http://contracting.hill.af.mil/contractingmain.asp

DISCUSSION

TSA III Industry Recommendations

- **Sample task program should be real (2)**
  - **Consider doing away with sample tasks (2)**
- **Assure that primes need not do more than 50% of the work – defeats purpose of teams**
  - **Provide incentives to large businesses when they subcontract substantial work**
  - **Require full & open teams, req'd % to SB, collect metrics & reward for SB utilization**
- **Allow small businesses same opportunity for teaming**
- **Allow companies to bid portion of TSA – shopping list of sample tasks (4)**

TSA III Industry Recommendations

- **Would like to see 3 contracts: 1) Flight Training Devices, Maintenance Devices, 3) Support contracts**
- **Don't have TSA – not sure data support TSA being faster; Don't like TSA concept – very little SB opportunities**
- **More small business set-asides**
- **Set up a method for potential teams members to identify one another**
- **Continue to make opportunities and award available to industry**
- **Must streamline D.O. bids and turn tasks quickly**